

MAY 1 1962

PROGRESS

pl. file
KS

A. E. LePAGE
LIMITED

Reactors

The design features several thin black lines that originate from the top and right edges of the page. These lines curve and intersect, with one line passing through the word 'PROGRESS'. Another line curves around the left side of a blue oval. From the bottom of the blue oval, three lines extend downwards towards the bottom right corner of the page.

PROGRESS

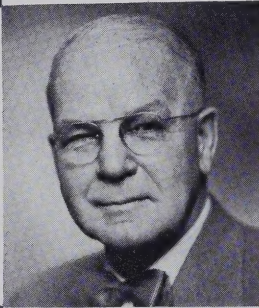
A • E • L E PAGE LIMITED

Realtors

TORONTO, CANADA



BRIAN R. B. MAGEE
F.R.I., S.I.R.



A. E. LePAGE
F.R.I.



CLIFFORD W. ROGERS
F.R.I., S.I.R.

OFFICERS AND DIRECTORS

MR. BRIAN R. B. MAGEE, F.R.I., S.I.R., is President and Managing Director of A. E. LePage Limited. He was educated at Radley College, England; Trinity College School, Port Hope, Ontario; Royal Military College, Kingston, Ontario, and the University of Toronto. He is also a Director of the Toronto Real Estate Board; a Fellow of the Canadian Institute of Realtors; a member of the Canadian chapter, Society of Industrial Realtors, President and Managing Director of A. E. LePage (Quebec) Limited, Vice-President and Director, Highbury Developments Limited; President and Director, Meadowvale Developments Limited; Director of James Robertson Company Limited, PermaStone of Canada Limited, and Radley Investments Limited.

MR. A. E. LePAGE, F.R.I., is Chairman of the Board of Directors of A. E. LePage Limited. He is Past President of the Toronto Real Estate Board, the Ontario Association of Real Estate Boards and the Maritime Provinces Association, and a former member of the Maritime Trade Commission. He is a Charter Member of the Canadian Institute of Realtors.

MR. CLIFFORD W. ROGERS, F.R.I., S.I.R., is Vice-President and a Director of A. E. LePage Limited and Vice-President of the Ontario Association of Real Estate Boards. He started his real estate career in 1911 and has served as President of the Toronto Real Estate Board. A Fellow of the Canadian

Institute of Realtors, he is a member of the Finance Committee of the Canadian Association of Real Estate Boards; Vice-Chairman of the Finance Committee, Toronto Real Estate Board; a member of the Canadian chapter, Society of Industrial Realtors; Chairman of the Finance Committee, Ontario Association of Real Estate Boards, and Chairman of the Arbitration Committee of the Toronto Real Estate Board for three years.

DIRECTORS

C. H. J. COLLETT

B. R. B. MAGEE, F.R.I., S.I.R.

A. M. DEDMAN

W. L. MASON, S.R.A.

G. C. GRAY, B. COMM., C.A., C.P.M.

C. R. OSLER, B.A.

G. HURST

C. W. ROGERS, F.R.I., S.I.R.

M. J. KELLY

R. E. SANDERSON

A. E. LePAGE, F.R.I.

MANAGERS

C. H. J. COLLETT—West Residential

A. M. DEDMAN—Head Office Residential

G. C. GRAY, B. COMM., C.A., C.P.M.—Finance and Property Management

W. L. MASON, S.R.A.—Industrial, Commercial and Appraisal

R. E. SANDERSON—West Suburban Residential

INTRODUCTION

"Large streams from little fountains flow,
Tall oaks from little acorns grow."

(David Everett, 1770-1813)

The story of A. E. LePage Limited, of Toronto, Canada, from its modest beginnings in 1913 until today when it ranks as one of Canada's foremost real estate companies, can be told best in a single phrase: nearly half a century of progress.

A. E. LePage Limited is the successor firm of the "little acorn" planted by Mr. A. E. LePage in the year before the First World War started. Today, its operations are widely diversified and cover every facet of real estate activity.

This, naturally, requires carefully detailed organization. A large staff of highly skilled real estate specialists, backed by a force of over 100 experienced salesmen, continually serve the company's large and varied clientele. The company's facilities include land assembly and development, real estate appraisal, property management, real estate investment, and residential, commercial and industrial sales and leases. In fact, the Industrial and Commercial Departments of A. E. LePage Limited are understood to be the largest in Canada, while the Residential Departments have a record of service to Toronto families of more than two generations.

The company is a member of the Canadian Association of Real Estate Boards, Ontario Association of Real Estate Boards, Toronto Real Estate Board, National Association of Real Estate Boards (U.S.A.), The Board of Trade of the City of Toronto, and has always taken a most active part in organized real estate.

Certain of its officers have risen to the presidency of various real estate groups, including the Toronto Real Estate Board and the Ontario Association of Real Estate Boards. The staff of A. E. LePage Limited includes Fellows of the Canadian Institute of Realtors, and members of the Society of Industrial Realtors, the Society of Residential Appraisers, the Institute of Real Estate Management, the

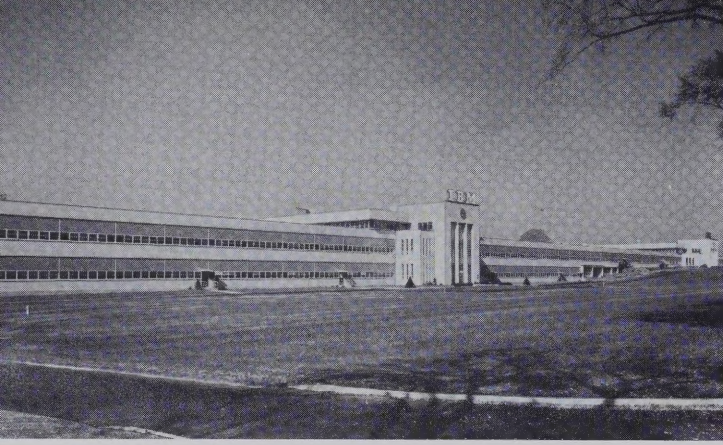
Appraisal Institute of Canada, the Brokers' Institute, the Ontario Institute of Chartered Accountants, and the Association of Professional Engineers of the Province of Ontario.

Through its affiliations, the company also transacts business in the United States, the West Indies, the United Kingdom and Europe.

The company has been extremely active in the development of satellite towns, as well as industrial and commercial subdivisions. In this specialized field of activity, A. E. LePage Limited acquired for various clients, during 1956 alone, about 11,000 acres of land, all of which will ultimately be developed. In the industrial field, some of the larger projects include the acquisition of 860 acres for Canada's New Woodbine Race Track, reported to have cost more than \$13,000,000; acquisition and development of 800 acres of residential and industrial land in the northwestern section of Metropolitan Toronto for Highbury Developments Limited, which, upon completion, will represent a total investment in excess of \$60,000,000; the land assembly for the new \$25,000,000 St. Lawrence Cement Co. plant at Clarkson, Ontario; the purchasing and negotiations leading to the acquisition of three complete blocks in the heart of downtown Toronto upon which is being built the O'Keefe Civic Auditorium, which will cost in the neighbourhood of \$12,000,000.

Recent major office building projects that have been developed by the company include the new head office for Trans-Canada Pipe Lines Limited and the Canadian head office for Norwich Union Life Insurance Society.

A. E. LePage Limited, through the conscientious efforts of its highly trained professional staff, has established a reputation for service, reliability and results in all phases of the real estate business. In the pages that follow lies the evidence of some of the company's achievements, manifold activities and progress.



**INTERNATIONAL
BUSINESS MACHINES
COMPANY LIMITED**

INDUSTRIAL Regarded as an outstanding example of modern architectural design, the International Business Machines plant occupies a site of nearly 60 acres on Toronto's Don Mills Road.

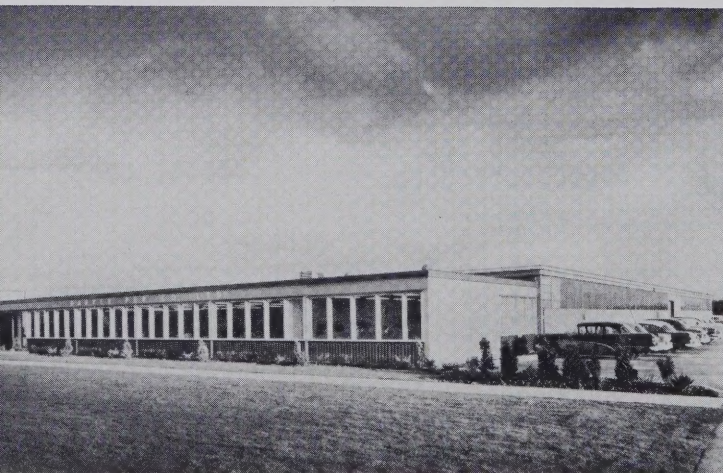
The land was purchased for International Business Machines Company Limited through A. E. LePage in 1949.

The building was designed by Clare G. Maclean, architect, and built by Milne and Nicholls Limited and Jackson, Lewis Company Limited, general contractors.

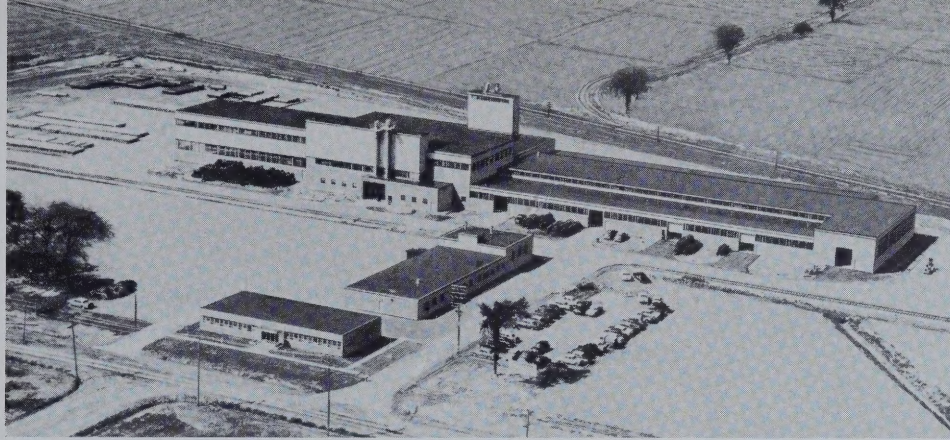
International Business Machines Company Limited manufactures Electronic Data Processing Machines, Time Equipment and IBM Electric Typewriters for domestic use and export throughout the world.

The building contains over 350,000 square feet of manufacturing and office space and employs sixteen hundred people.

PARKER PEN CO., LTD.



The strikingly modern Canadian Head Office and plant for the Parker Pen Co., Ltd. was custom-built through the services of A. E. LePage Limited. Located on Greenbelt Drive in Don Mills, Toronto, the factory contains approximately 56,000 square feet of space.



PRESSURE PIPE COMPANY OF CANADA

The spacious new plant of the Pressure Pipe Company of Canada was located by A. E. LePage Limited in their new Highbury Industrial subdivision. One of the Canada Iron Foundry group, the company produces Hyprescon reinforced concrete steel cylinder pressure pipe for water and sewage transmission in a variety of diameters ranging from 16 inches to 72 inches. Erected on a 21-acre site, which allows for further expansion, the present manufacturing space is about 100,000 square feet.

HYGRADE CONTAINERS LIMITED

Also located in A. E. LePage Limited's Highbury Industrial subdivision, this trim factory of Hygrade Containers Limited occupies 18 acres of valuable property and has over 140,000 square feet of manufacturing and office space under a single roof. A wholly-owned subsidiary of Canadian International Paper Company, Hygrade manufactures corrugated shipping containers.





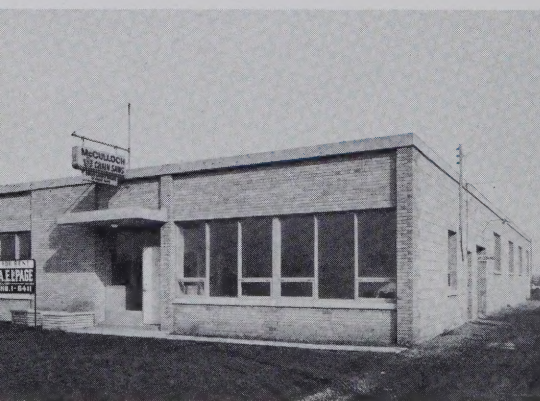
ROSS CUNNINGHAM LIMITED

A splendid example of a smaller industrial building is that occupied by Ross Cunningham Limited, manufacturers' agents distributing Graco automotive parts and equipment. Custom-built through the services of A. E. LePage Limited, the building shown here contains 5,900 square feet of space.



METAL & THERMIT-UNITED CHROMIUM OF CANADA, LIMITED

A. E. LePage Limited assisted in re-locating this company in Highbury. The neat new plant occupies four acres of well-chosen land and covers 12,000 square feet of modern office and factory space. The company manufactures electro-plating compounds, lacquers and plastisol materials.



MCCULLOCH COMPANY OF CANADA (ONTARIO) LTD.

Another company which utilized the services of A. E. LePage Limited is McCulloch Company of Canada (Ontario) Ltd. The Toronto plant of this nation-wide firm, which produces the well-known chain saws and Scott-Atwater outboards, outgrew the location pictured here and is moving to new and larger quarters in Toronto's Rexdale area.

ROBERT BOSCH (CANADA) LTD.

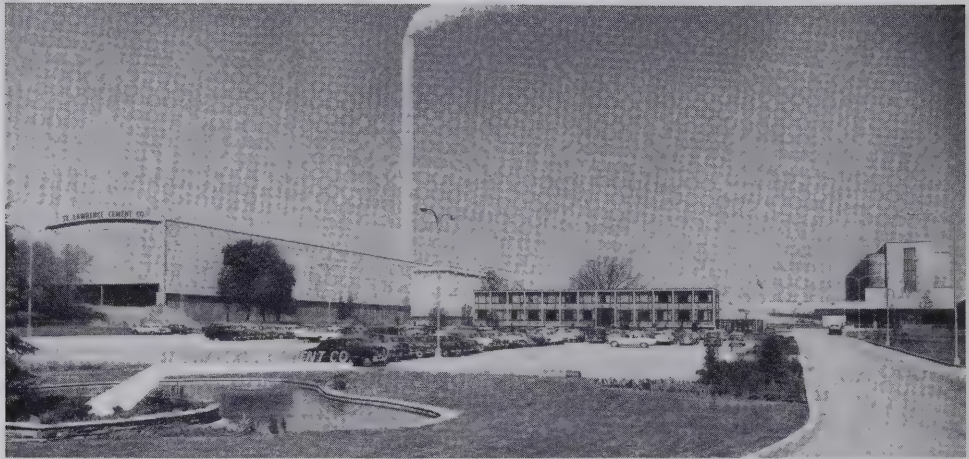
A classic example of graceful functional design is this plant of Robert Bosch (Canada) Ltd., the Canadian subsidiary of internationally-famous Robert Bosch GMBH, Stuttgart, Germany. Custom-built through arrangements by A. E. LePage Limited, this Atomic Avenue, Toronto, factory of 17,600 square feet is an eye-catcher even in an area of visually pleasant industrial buildings.



S. M. ASHTON LIMITED

Another excellent structure of pleasing and ultra-modern design is the 10,000 square feet plant of S. M. Ashton Limited. A. E. LePage Limited secured the land and arranged for the custom-building of this factory. S. M. Ashton Limited acts as Canadian distributor for several U.S. firms in the garage equipment field.



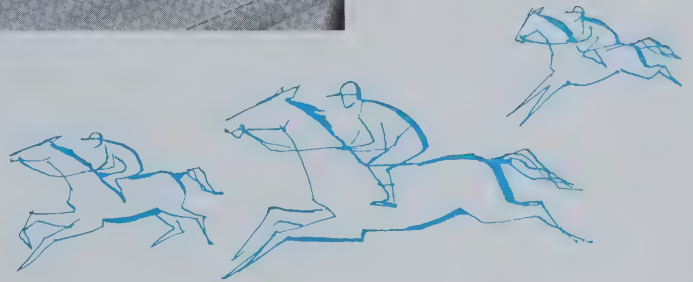
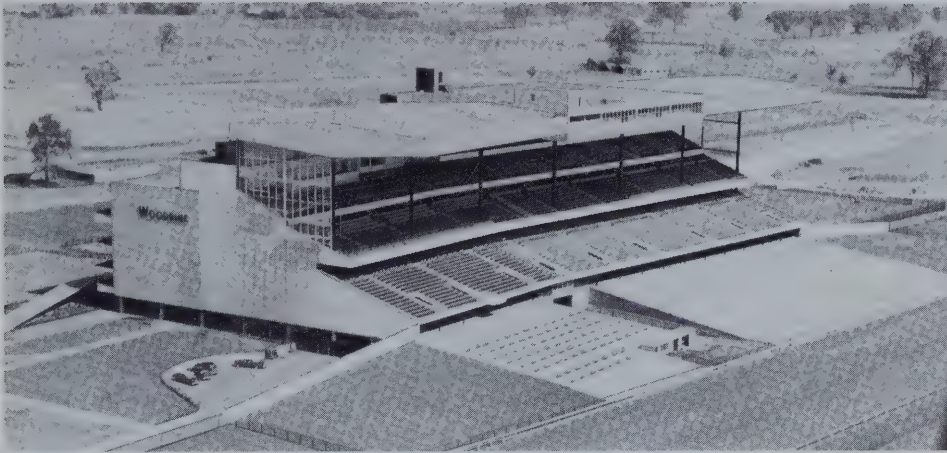


ST. LAWRENCE CEMENT CO.

St. Lawrence Cement Co., incorporated in 1953, is now the second largest Canadian manufacturer of cement. The Clarkson plant, shown above, involved a capital investment of \$28,000,000 and is considered the most advanced and efficient cement plant in the world. The production operations are entirely automatic, proceeding from raw materials at one end to finished packaged products at the other end, without being touched by human hands.

A. E. LePage Limited was responsible for locating St. Lawrence Cement Co. in their excellent 170 acre site on No. 2 Highway at Clarkson. A deep water loading dock, able to accommodate vessels up to 30 feet draught, rounds out the shipping facilities.

The plant has several unique features such as the highest chimney stack of any cement plant in the world and the greatest span of prestressed concrete beams. In addition, dust extracting and recovery equipment in the stack adds to the efficiency of operation and reduces dust nuisance completely. The beauty of the buildings and landscaped grounds attracts numerous visitors.

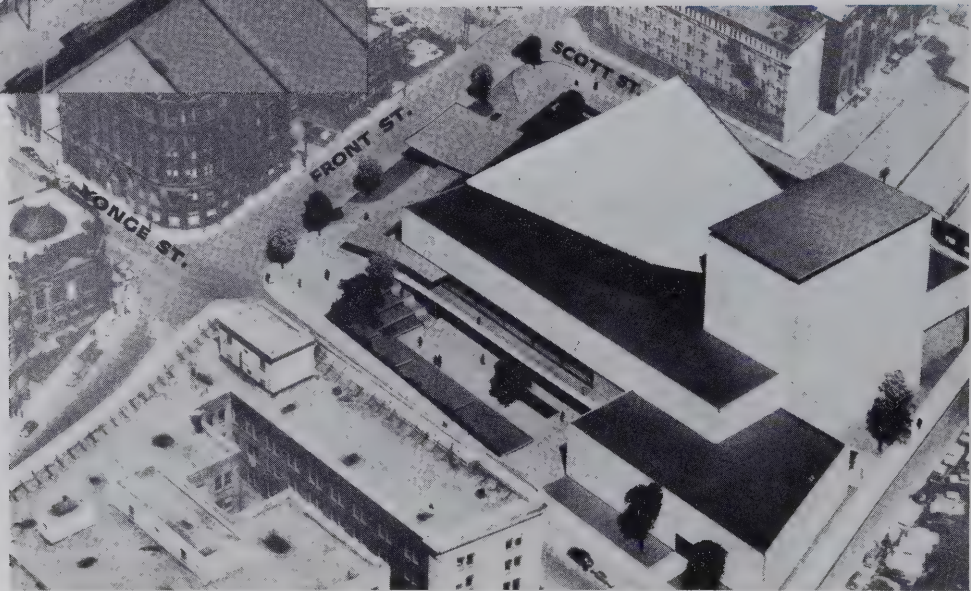
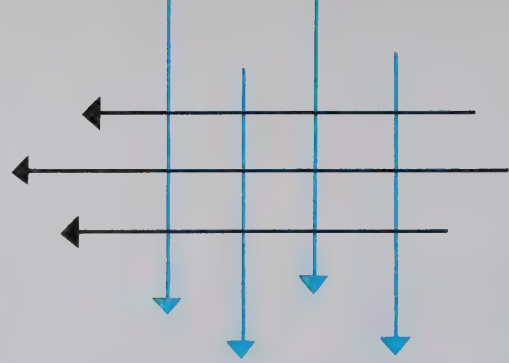


THE NEW WOODBINE

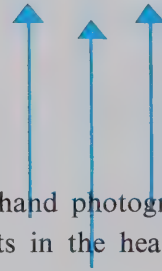
The beautiful New Woodbine, with its huge acreage just two miles from Malton Airport is the largest race track in North America. The entire property, costing more than \$13,000,000, was built on a site assembled for The Ontario Jockey Club Limited by A. E. LePage Limited.

The clubhouse and grandstand, which together seat over 8,700 people, are built on four tiers so that every seat appears to be opposite the finish line. New Woodbine comfortably accommodates 40,000 people and parking space is available for 35,000 cars in the public and clubhouse lots. A careful study was made of the traffic pattern for the surrounding area and continuous flow multi-lane approaches were installed with traffic overpasses at key points.

The luxurious "Turf Club" with its restaurants and lounges offers the ultimate in comfort for racing fans. Complete with escalators, elevators and ramps to all levels, a 22-bed hospital, a bank, a florist and a barbershop, this superb race track is the home of The Queen's Plate, the oldest flat racing event on the continent. Designed by Earle C. Morgan, architect, New Woodbine was built by the Jackson-Lewis Company.



AN HISTORIC SITE



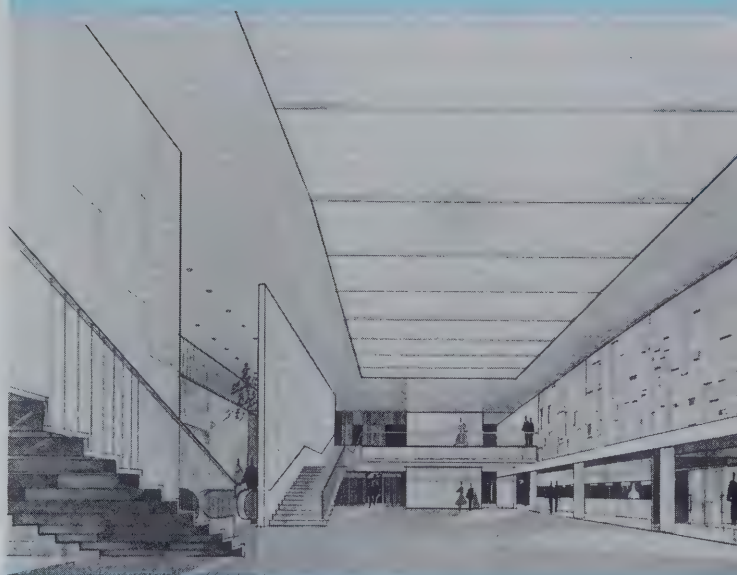
This historic section of Toronto, shown in the upper left hand photograph, is bounded by Yonge, Wellington, Scott and Front Streets in the heart of the downtown area, and was assembled as one of the three island blocks for the O'Keefe Auditorium. A. E. LePage Limited negotiated the sale of the famous old building in the centre foreground, which was the former head office of the Toronto Transit Commission. The downtown office of A. E. LePage Limited arranged the purchase of all of the other parcels making up the O'Keefe Auditorium site and negotiated the purchase of the leasehold interests in a number of the properties. The lower photograph shows the location of the O'Keefe Civic Auditorium with respect to this historic site.

THE O'KEEFE AUDITORIUM



The detailed plans for this great building, due for completion late in 1959, were prepared, after two years of study, by Earle C. Morgan and Page and Steele, architects, with Eggers and Higgins of New York acting as architectural consultants. The cost of this huge project, including land, structure and facilities, will be in the neighbourhood of \$12,000,000. The Auditorium, which will incorporate unique architectural, acoustical, lighting and design features, will seat 3,200 people and cover approximately 2½ acres of ground. It will have a 60-foot stage opening, capable of handling the larger productions. The stage opening can be reduced to 36 feet for performances requiring greater intimacy. The Auditorium will be operated on a non-profit basis through the generosity of the O'Keefe Brewing Company Limited.

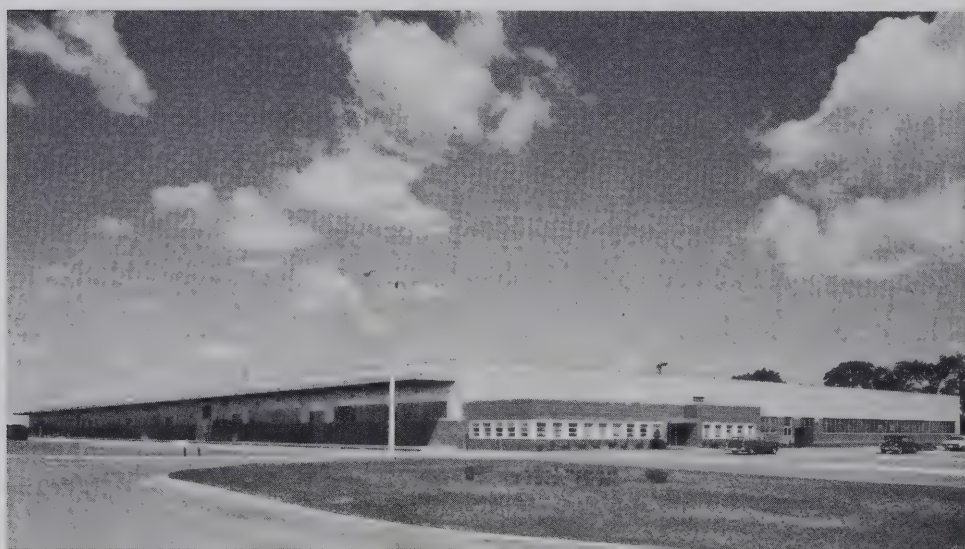
The photograph above shows the architects' drawing of the O'Keefe Auditorium and the photograph below, the architects' drawing of the main foyer to this building.





THEN AND NOW—IN STEP WITH PROGRESS

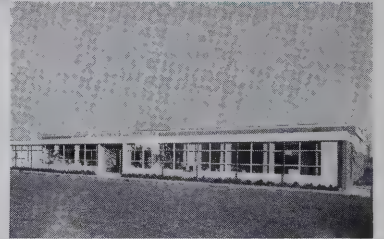
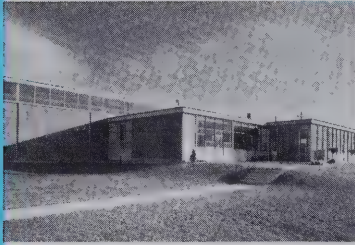
The photographs above and below demonstrate in striking fashion the progress from the old multiple style building to the ultra-modern plant with abundance of parking space and adequate room for expansion. Above is the old plant of Graham Nail & Wire Products Limited, a subsidiary of Dominion Steel & Coal Corporation Limited, which was recently sold by A. E. LePage Limited. Below is the initial plant of the new factory located on approximately 120 acres in Highbury Industrial Estates. The Canadian Steel-Graham Nail division's plant is designed to contain an area of 300,000 square feet and is serviced by the C.N.R. with three sidings and a marshalling yard. The plant's principal products are steel wire and wire fabricating, including fencing, galvanized wire, barbed wire, nails and sundry wire products.



The James Robertson Company Limited is another classic example of sure and steady growth to match the expansion of Canada's industrialization. During the last century, this company, which founded its reputation on its crosscut saws, has gradually expanded and diversified its products from white lead for paint manufacturers, to military materials during the First World War, and on to marine castings in the Second World War. Today, it ranks as one of Canada's largest wholesalers of plumbing, heating, mill and industrial supplies.



A. E. LePage Limited is pleased to have shared in the James Robertson Company's expansion. In 1955, A. E. LePage Limited sold the old Spadina Avenue loft building (left photograph) and relocated the company in a new 60,000 square foot plant on 6 well-chosen acres in Highbury Industrial Estates (right photograph). In this new locality, the company enjoys the convenience of a single floor operation, expedited transport traffic, ample parking space, reduced costs and improved consumer service.



These modern buildings illustrate further the results achieved through the services of A. E. LePage Limited. The photographs above from top to bottom and left to right, illustrate Yorktown Paint and Chemicals Limited, Skyline Hotel, Daystrom Limited, a Fina Service Station, a Shell Service Station, Aircraft Appliances and Equipment Limited and Cochrane Foilwares Limited.



SUB DIVISIONS

To-day, the conversion of raw land into planned, serviced lots suitable for the construction of industrial plants or housing, is a lengthy, complicated and costly procedure. The preparation of an original plan for the approval of municipal authorities is a complex matter, and the designing and installation of roads, sewers, water mains, sidewalks and the multiplicity of other services, all require the skills and know how of a team of experts in their respective fields. It is largely for this reason that development companies have been formed to convert tracts of land into planned, integrated industrial and residential subdivisions. Broad experience in this field has enabled A. E. LePage Limited to become managing agents for many such development companies.

Some of the residential developments with which A. E. LePage Limited has been connected include the Glen Agar subdivision of some 450 N.H.A. homes; development of the Wrentham Estates Limited lands, on which are built some 400 luxurious homes in York Mills Gardens; Pinewood Heights subdivision in Port Credit and Pinewoods subdivision in Oakville, and the 2,000 home Westway Village in Etobicoke.

Industrial developments include the 300 acre Highbury Industrial Estates in Etobicoke; the 400 acre industrial development at London, Ontario, and, more recently, Meadowvale Developments Limited, a public company, with some 1,200 acres being developed for an eventual population of 20,000 people. The shares in this latter project were issued on the Toronto and London, England, security markets. This venture, originating in Toronto, provided the first successful issue in recent years of public shares for a project of this kind.

A. E. LePage Limited also acted in an advisory capacity for the 2,500 acre Town of Candiac in the province of Quebec, and the 1,200 acre resort development of Mont Gabriel, Quebec.



HIGHBURY ESTATES

The Highbury Estates development is in the centre of the building activity that is presently sweeping western Metropolitan Toronto. The project includes some 800 acres of level, well-drained and fully-serviced land and consists of two sections.

The industrial section is strategically located in a rapidly growing and well-planned industrial area and is fully serviced by rail, air and highways. Since 1955 over \$6,500,000 worth of industrial buildings have been erected, while many others are presently in the planning and construction stage.

The residential section, comprising some 500 acres, is well situated in a zoned residential area affording excellent sites for some 2,000 single family homes. In addition, provision has been made for the locating of schools, churches, shopping centres, park lands, apartments and multiple family dwellings.

**PINEWOOD HEIGHTS
PORT CREDIT, ONTARIO**



The name of A. E. LePage Limited has been synonymous for years with the creation and sale of fine residential properties. The subdivisions pictured on this page—Pinewood Heights, Port Credit, Ontario, at the top, and Pinewoods, Oakville, Ontario, at the bottom—contain many beautiful homes in the \$20,000 to \$50,000 range.

**PINEWOODS
OAKVILLE, ONTARIO**





WRENTHAM ESTATES LIMITED

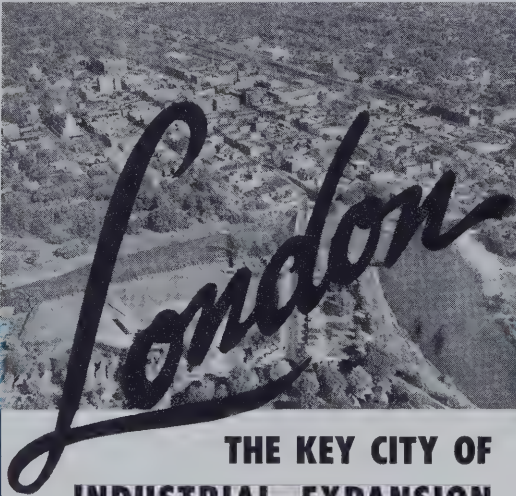
One of the Wrentham Estates Limited projects, encompassing four progressive phases of development has been planned for some 400 homes in York Mills Gardens, part of Toronto's exclusive Bayview area. These impressive homes in their tastefully landscaped settings, command values up to and in excess of \$100,000. Each home must be architect-designed and conform to rigid restrictions in keeping with all homes in the neighbourhood.

The Bayview Office of A. E. LePage Limited was responsible for selling lots to the builders, approving architects' plans, ensuring that construction was in compliance with all subdivision restrictions, as well as for the general supervision of the entire area.

Suffice it to say that, at one period, A. E. LePage Limited was able to sell nearly two million dollars' worth of building lots in 72 hours and, through strict control from the outset, has assisted in the creation of one of Canada's best planned exclusive residential areas.

**LONDON EAST
INDUSTRIAL SITES**

Another major project of A. E. LePage Limited is London East Industrial Sites, located on the north side of the Dundas Highway about 3 miles from the centre of London. The development contains over 400 acres of level, well-drained land, serviced by the Canadian National, Canadian Pacific and Michigan Central and Port Stanley Electric Railroads. The area is a focal point of Highways 2, 4 and 22, with connection to No. 3. It is less than 5 minutes from London Airport, which gives complete passenger and freight service to all parts of the world. The following firms are representative of the 39 industries which have, to date, located in London East Industrial Sites: No-Sag Spring Company Limited, B. and K. Truck Bodies Limited, Sun Oil Company Limited, Overland Transport Company Limited, Canada Culvert Co. Limited, Morritt Homes Limited, Canadian Oil Companies Limited and Ellis Don Limited.



**THE KEY CITY OF
INDUSTRIAL EXPANSION**

A. E. LEPAGE LIMITED
REALTORS

2239 Yonge Street TORONTO HU 1-6411



**GLEN AGAR SUBDIVISION
METROPOLITAN TORONTO**

The 450 home Glen Agar subdivision was developed by A. E. LePage Limited as a medium priced National Housing Act project in one of the more desirable areas of Metropolitan Toronto. All houses were architect designed and required the approval of A. E. LePage Limited prior to the commencement of construction. This rigid control gave rise to one of the finest subdivisions Toronto had to offer at that time. Glen Agar is self-contained with adequate provision for schools, churches and a shopping centre.

A wide variety of modern designs and floor plans, keyed to pleasant sites located on curved streets lined with trees, were available for selection by prospective home buyers.

THE TOTTENHAM STORY

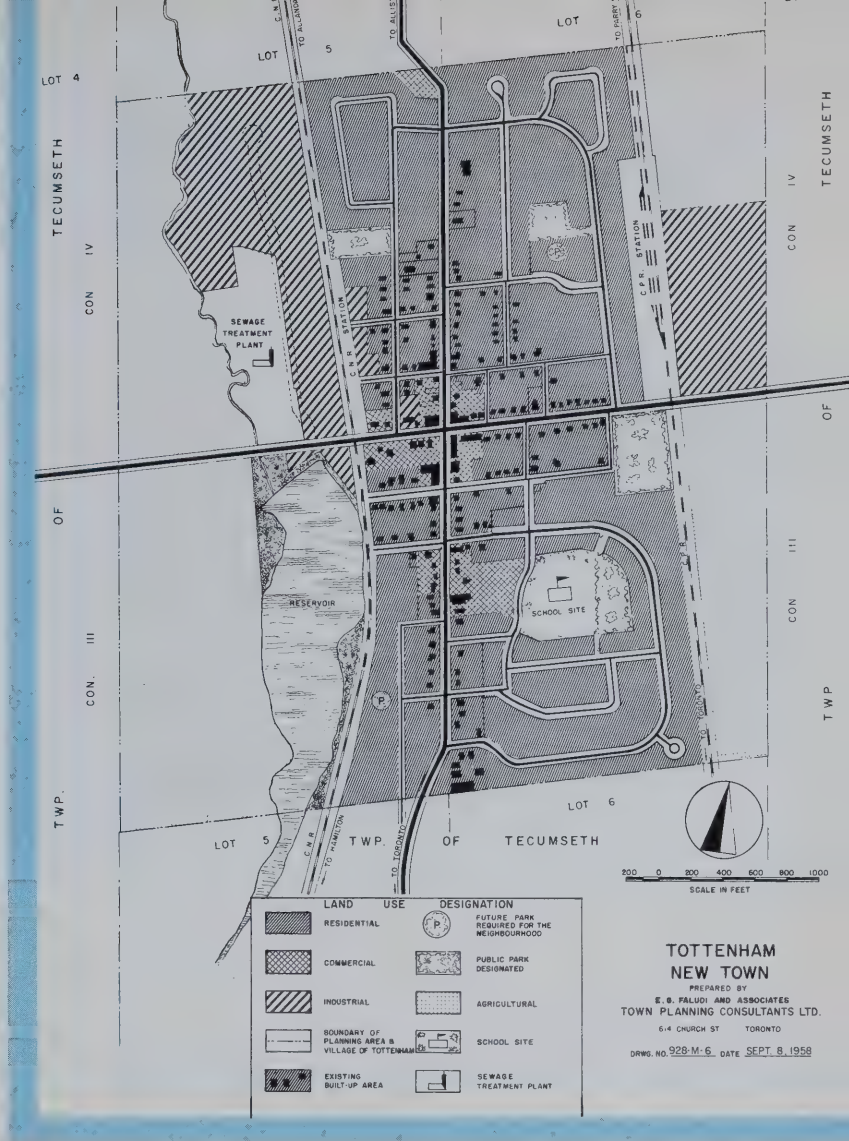
A. E. LePage Limited has established a reputation as a pioneer in the explosive post-war development of urban communities surrounding ever-growing Metropolitan Toronto. An excellent example of the company's farsightedness is found in the new development of the Village of Tottenham.

Initial steps taken by active citizens and elected representatives to control the balanced development of the village included the appointment of Dr. E. G. Faludi, internationally known Town Planner. Dr. Faludi's Official Plan for Tottenham was approved by the Ontario government's Ministry of Planning and Development on May 15, 1958.

The Faludi recommendations underscored the proper use of the lands, protection against haphazard growth, the economic advantages of attracting suitable industries, and the provision of balanced residential expansion with modern facilities and services.

The action of A. E. LePage Limited in implementing the Tottenham policy resulted in acquisition of a considerable amount of the desirable land within the boundaries of the approved plan on behalf of interested developers.

The Tottenham development will commence early in 1959 and could well serve as a model for the dynamic evolution of the communities fringing Metropolitan Toronto.





THE MEADOWVALE PROJECT

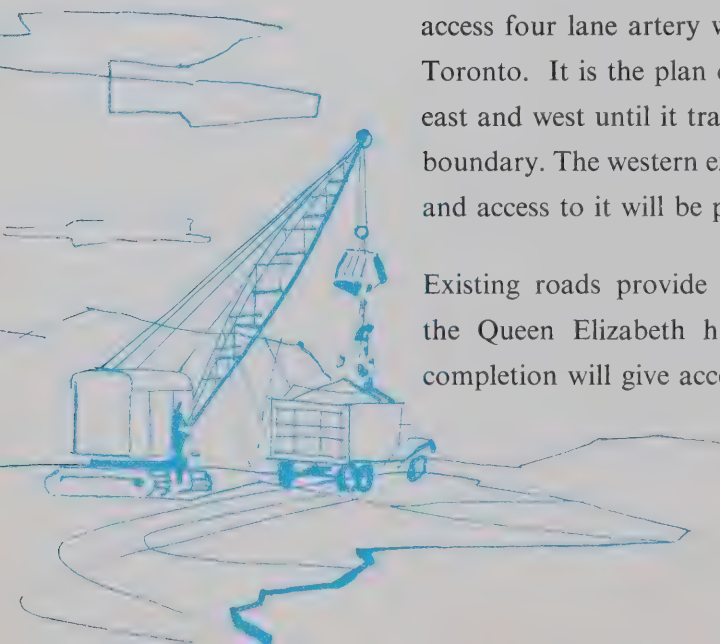
Meadowvale Developments Limited was incorporated under the laws of the Province of Ontario on September 24, 1956, to purchase, develop and sell land for industrial, commercial and residential purposes, and to construct residential, commercial and industrial buildings for sale or lease.

The management of the company is being provided jointly by A. E. LePage Limited and Richard Costain (Canada) Limited.

The Meadowvale project consists of approximately 1,200 acres of land located on the west side of the Credit River, at Meadowvale, Ontario.

The site is favourably located in relation to transportation facilities. The main line of the C.P.R. to Western Ontario and the C.P.R. branch line to Brampton and Barrie pass through the Meadowvale project. Highway 401 is a controlled-access four lane artery which intersects the northern portion of Metropolitan Toronto. It is the plan of the Government of Ontario to extend this highway east and west until it traverses Southern Ontario from Windsor to the Quebec boundary. The western extension of the highway will bisect the company's lands and access to it will be provided by an interchange located within these lands.

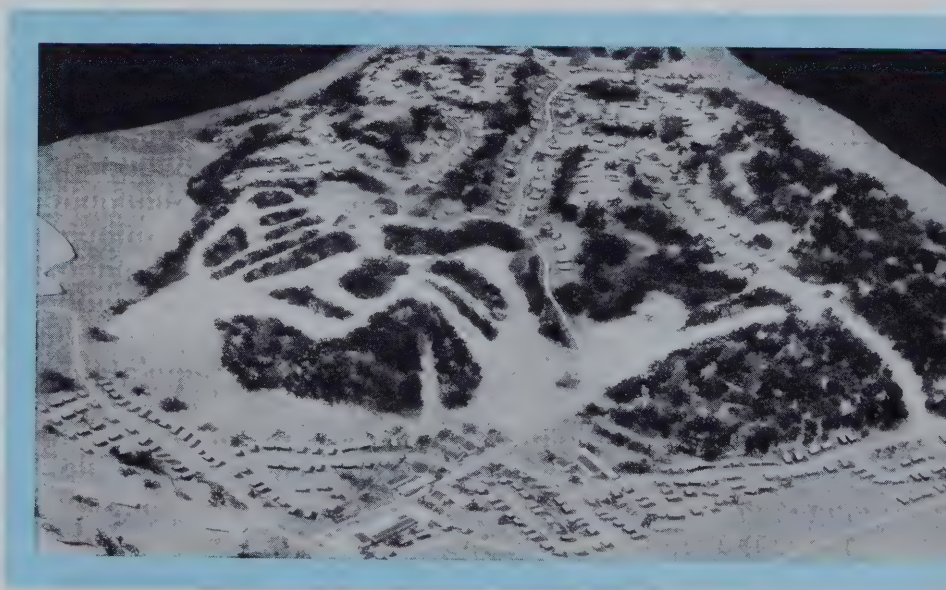
Existing roads provide easy access to Malton Airport, northwest Toronto, the Queen Elizabeth highway and downtown Toronto. Highway 401 on completion will give access to all parts of north and central Toronto.

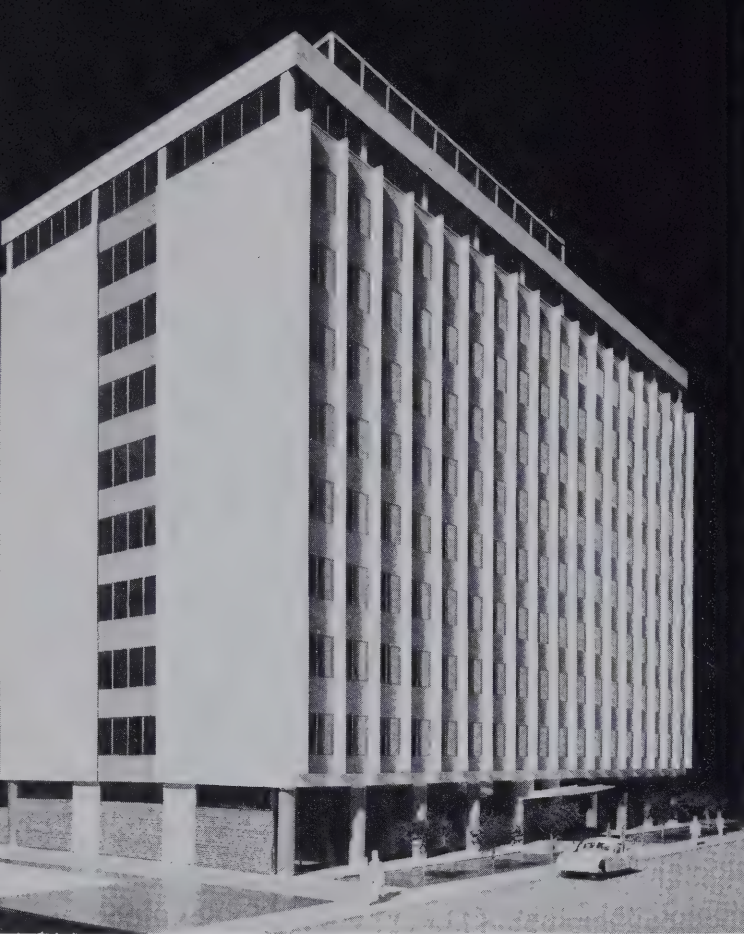


**THE TOWN OF
CANDIAC, P.Q.**



**THE TOWN OF
MONT GABRIEL, P.Q.**





**TRANS-CANADA
PIPE LINES LIMITED**

The new head office of Trans-Canada Pipe Lines Limited, located at 150 Eglinton Avenue East, is shown in the scale model above. The development, leasing and management of this project are excellent illustrations of the co-ordinated services of the Commercial, Investment and Management Departments of A. E. LePage Limited.

The site was acquired in 1957 by A. E. LePage Limited, who collaborated with Peter Dickinson Associates, the architects, in fitting the design and layout of the structure to the specific requirements of Trans-Canada Pipe Lines Limited. Features of this outstanding building include thermostatic heating control and individual air conditioning units on each floor. Ample parking space has been provided and the building is serviced with high speed automatic elevators.

This completely up-to-date, air conditioned office building is a 'prestige address'; a typical sound investment property created, managed and leased under the direction of A. E. LePage Limited.

60 Yonge Street stands on a site rich in the tradition of Toronto. Owned successively by the Baldwin and Hincks families as a private home shortly after Yonge Street was cut through to Lake Ontario, the original building was turned into a warehouse by Francis Hincks, who also sold part of the lot to a hotelkeeper named MacNab. The entire corner was later expanded as a hotel by Patrick and Bernard Hughes. The hotel was a Toronto landmark until 1890, when the Globe newspaper bought the property and erected a new building.

60 Yonge Street, the work of Lt.-Col. B. H. M. Tedman, architect, and Perini Limited, general contractor, boasts every modern office convenience and facility. Located strategically in the heart of the downtown section, it has a subway station at the door. This building is now completely occupied by such well-known companies as Norwich Union Life Insurance Society, Norwich Union Fire Insurance Society Ltd., the Bank of Montreal, Great American Insurance of New York, Legal and General Assurance Society Ltd., Equitable Securities (Canada) Limited and Charterhouse (Canada) Limited.

60

YONGE STREET





APPRAISALS

The need for sound advice in matters pertaining to real estate is more apparent today than ever before. An awareness on the part of industry, legal counsellors, public corporations and private property owners has created a demand for trained personnel in this field. This is not surprising when it is considered that one of the largest single capital investments made, whether by individuals or large corporate bodies, is in real property holdings. Transactions which affect this most basic of economic elements cannot be treated in an offhanded manner if the most satisfactory results are to be obtained.

The Appraisal Department of A. E. LePage Limited, built upon training and experience, is under the management of a highly qualified real estate appraiser. In the past, appraisal assignments have taken members of the department over all of Southern Ontario, from Windsor and London in the west to the St. Lawrence Seaway project in the east. Comprehensive appraisals and reports have been made for private individuals, commercial and industrial concerns, members of the legal profession and for corporate public bodies.

Property analyses have been carried out where an expert opinion of property values was required for special matters such as market value estimates, settlement of estates, dissolution of corporations and partnerships, compensation under expropriation and court work.

Appraisals have been made in connection with expropriation proceedings carried out by the City of Toronto and surrounding townships, the Metropolitan Toronto authorities, the Department of Highways, the Department of Transport, the Ontario Hydro-Electric Power Commission, the University of Toronto and various school boards, as well as for many commercial and industrial concerns and private individuals.



YORK MILLS SHOPPING CENTRE

SHOPPING CENTRES

The promotion, rental and management of shopping centres, although being within the scope of the Commercial Department, is actually a highly specialized phase of this department's operations.

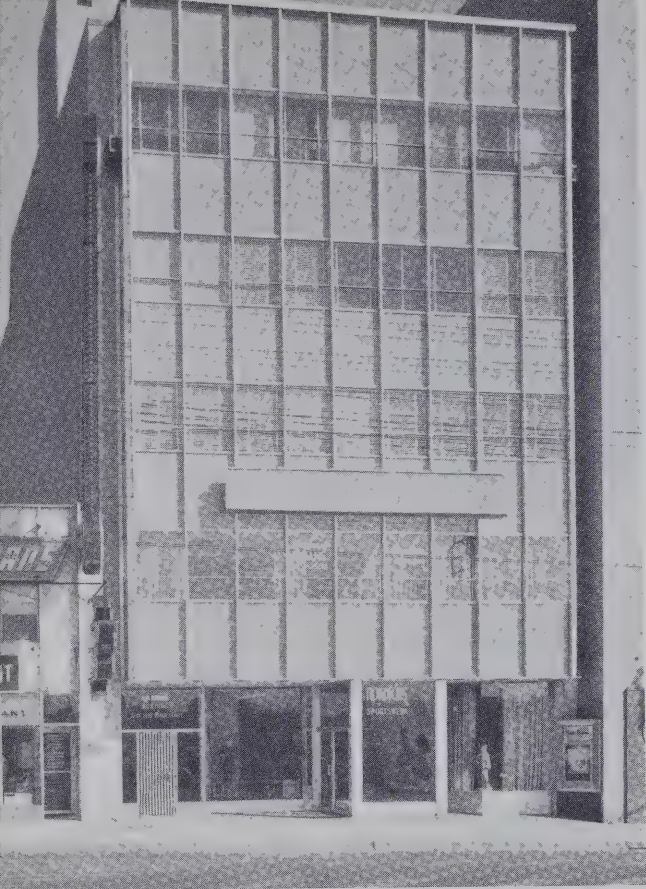
While this type of real estate endeavour is comparatively new in Canada, it is spreading with astonishing rapidity in Ontario and Quebec. The decision to provide a specialized service in this field of activity was made when it was proven that better financing could be arranged for a shopping centre created under the supervision and control of reliable personnel. These were, of course, men who possessed extensive experience in commercial real estate and who had the full backing of all the facilities of a sound, established firm.

It is an extremely interesting facet of real estate, since it requires constant care and attention from the primary selection of land sites, through area and sphere-of-influence surveys, into the grouping and location of retail merchants so that all merchandising activities within the shopping centre are complementary.

Probably the most important responsibility is the establishment of rental rates which will create an economic climate within which the merchant will prosper while maintaining a yield attractive to judicious investment.

The recognition of the need for concerted effort in this direction is further proof of the company's growth and progress.





PROPERTY MANAGEMENT DEPARTMENT

Manager—Office Buildings—C. W. STEEL

Manager—Apartment Buildings—A. W. J. WHEELER

Among the services of A. E. LePage Limited are those offered by the Property Management Department. This department is presently managing office buildings, apartment buildings and other types of income properties and maintains excellent business relations with approximately 1000 tenants in the metropolitan area.

As with other departments in the Company, the Property Management Staff is made up of specialists in their particular field, in order to provide clients with the best possible professional assistance.

Professional management is vital

Now more than ever, in the complex conditions of today, the efficient management of income properties requires constant attention and supervision.

In the past many owners managed their own properties on the assumption that rent collecting was the main function of management, leaving the safeguarding of their investment in the hands of a secretary or janitor. It was generally found that properties without professional management were not producing the highest possible net income.





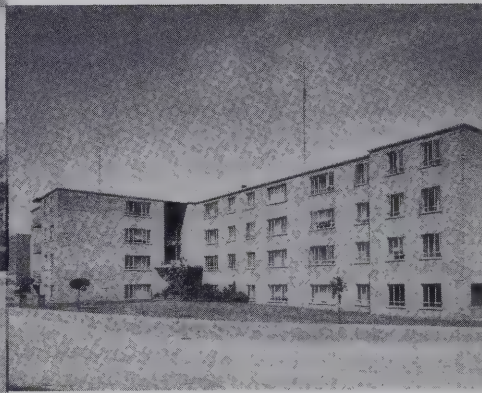
What the department does

When a property becomes a management account its productivity and physical condition are promptly analyzed and corrections recommended. There is constant supervision by a trained manager, charged with the responsibility of seeing that rents are promptly collected, tenants' disputes equitably settled, and that necessary repairs and modernization are made under the guidance of an experienced supervisor.



Included among the functions of management are the employment and supervision of all help, checking and payment of property taxes when due, and the maintenance of comprehensive accounting records of income and outlay. Tax assessments are compared with comparable properties in the area and appeals are recommended where





necessary. If requested, the department's accountants will maintain and keep up-to-date all of a client's books of account as well as carrying on complete liaison with his auditors.

Buying more, we buy for less; one of the advantages of management in the efficient operation of real property is the prudent purchase of materials and supplies. All discounts and savings are, of course, passed along to owners.

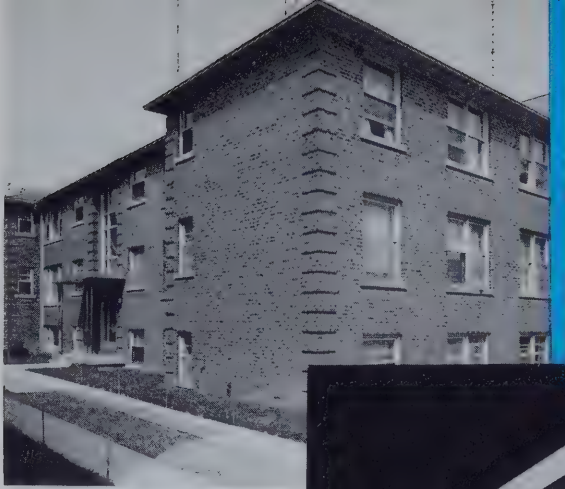
Tenants

Because of its size and success in leasing, A. E. LePage Limited receives enquiries from a great many tenants for all types of property. A constant effort is maintained and aimed at the lowest vacancy factor commensurate with the highest possible rentals.

Such rentals are under constant study to determine whether they are in line with comparable properties. All tenants' complaints are immediately handled by the manager assigned to supervise a client's holdings. Prospective tenants are judiciously interviewed and screened.

Cost of professional management

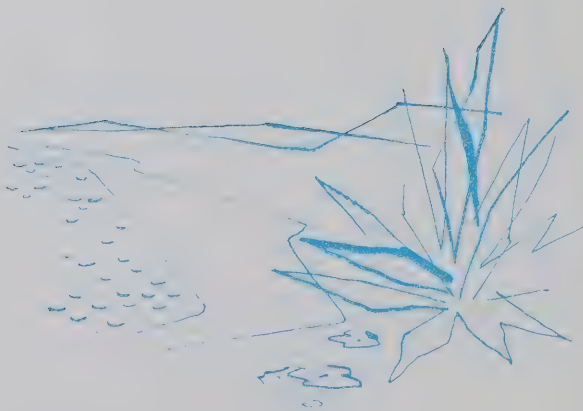
The cost of professional management is exceptionally low. In addition the owner is completely free from the petty annoyances and worries which inevitably accompany the management of property. The benefits resulting from intelligent property administration are so great that the small cost is invariably offset by the increased income.



The aims of professional management

- ✱ Preservation and safeguarding of the capital investment
- ✱ Securing and maintaining the greatest possible net return
- ✱ Enhancing of the value of the property through well-considered improvements
- ✱ The building of prestige and good will for the owner and his property by fair policies and efficient administration





**FORT MONTAGU BEACH HOTEL
NASSAU, THE BAHAMAS**

RESIDENTIAL

Several Generations of Service

A. E. LePage Limited services all types of residential properties, from modest homes to large estates. Centred in Metropolitan Toronto, with its population of over 1,400,000, the scope of the company's residential operations extend to Hamilton on the west, Barrie on the north and Oshawa on the east.

It is not without a degree of pride that we mention succeeding generations of families who have looked to this firm's experience and reputation in the solution of their housing problems. The key, of course, is reliability created through 45 years of prompt and personal service.

The company is well known in the resort and summer property field and its salesmen are fully conversant with the popular northern resort areas. Some of the more picturesque but out of the way resorts would have been inaccessible if it were not for the extensive use of aircraft. Mr. LePage was an early pioneer in the use of coloured moving pictures, as a sales medium, to display the attractive features of properties and to recapture for a moment the pleasant aspects of summer vacationing.

The operations of A. E. LePage Limited have extended to the south into the British West Indies and one example of the company's sales in this area is the Fort Montagu Beach Hotel at Nassau, shown in two separate views on the opposite page. In fact, this magnificent hotel has on two occasions been sold favourably by Mr. A. E. LePage.



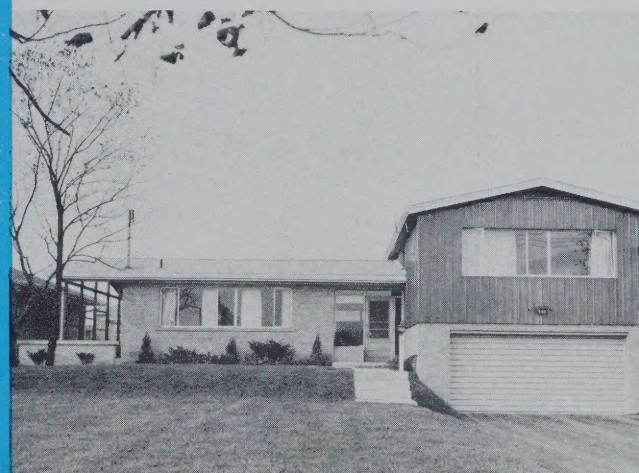
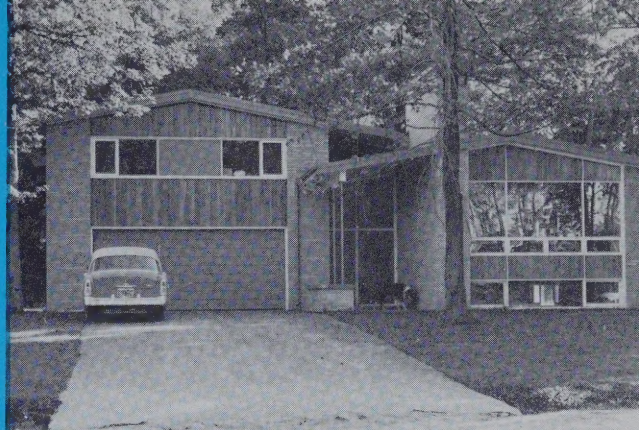
**REPRESENTATIVE
RESIDENTIAL AND
SUMMER PROPERTIES
IN ONTARIO**



sold through

**A. E. LePAGE LIMITED
TORONTO, ONT.**





ORGANIZATION OF A. E. LePAGE LIMITED, TORONTO, CANADA

Land Department

2239 Yonge Street—HU 1-6411

- Farm Land
- Development Land

Commercial and Investment Departments

320 Bay Street—EM 2-1201

2239 Yonge Street—HU 1-6411

- Office Buildings
- Apartment Buildings
- Shopping Centres
- Stores
- Hotels and Motels
- Service Stations

Industrial Department

2239 Yonge Street—HU 1-6411

- Industrial Land
- Industrial Plants and Factories
- Lease Purchase Transactions
- Lease Back Agreements
- Custom Built Factories
- Industrial Investment Properties

Property Management Department

2239 Yonge Street—HU 1-6411

Appraisal Department

2239 Yonge Street—HU 1-6411

Accounting and Taxation Departments

2239 Yonge Street—HU 1-6411

Residential Departments

• HEAD OFFICE RESIDENTIAL

North Toronto Office.....2239 Yonge Street—HU 1-6411
Bayview Office.....York Mills Road at Bayview—HI 4-8415
Don Mills Office.....1081 Don Mills Road—HI 4-4475
East Toronto Office.....982 Danforth Avenue—HO 5-7527
Parkway West Office.....Woodbine Avenue at York Mills Road—HI 4-4475

• WEST SUBURBAN RESIDENTIAL

Port Credit Office.....91A Lake Shore Road E.—CR 8-5273
Oakville Office.....176 Colborne Street E.—EM 8-4121, VI 5-4267

• WEST RESIDENTIAL

Kingsway Office.....2842 Bloor Street W.—BE 3-2111
Westway Village Office.....Westway Village—CH 1-8565

• SUMMER PROPERTIES DEPARTMENT

2239 Yonge Street—HU 1-6411



